

**BIG SKY ECONOMIC DEVELOPMENT
TRUST FUND PROGRAM
&
PRIMARY SECTOR WORKFORCE
TRAINING GRANT PROGRAM**

Economic Affairs Interim
Committee Meeting
Feb 5th, 2016

MONTANA



Table of Contents

Big Sky Trust Fund (BSTF)

- Outline
- Overview
- Purpose
- Planning
 - Requirements
 - CRDC Map
 - CRDC List
 - Eligible Activities
 - Ranking Criteria
 - Process
 - Interest Earning
 - Projects
- Job Creation
 - Requirements
 - Poverty Map
 - Eligible Activities
 - Ranking Criteria
 - Process
 - Interest Earning
 - Job Creation Awards
- Changes
- Timeline
- FY 2016 Planning Awards
- FY 2016 Job Creation Awards

Workforce Training Grant (WTG)

- Outline
- Overview
- Program Requirements
- Funding Process
- Funding Levels
- Awards FY 2014-2015
- Timelines
- Program Challenges
- Outcomes
- FY 2016 Awards

Outreach

- FY 2016 Visits
- Planned Visits
- Accomplishments

About the Big Sky Economic Development Trust Fund Program

- The Big Sky Economic Development Trust Fund (BSTF) Program aids the development of good paying jobs for Montana residents and promotes long-term, stable economic growth in Montana.
- There are two distinct methods to achieve this goal (90-1-205, MCA):
 - Through job creation funding, which receives 75% of the program funding;
 - Through planning projects, which receives 25% of the funding.
- ([MCA 90-1-2](#)) House Bill 249 was passed by the 59th Legislature, and on July 1, 2005, \$20 million was transferred from the coal severance tax permanent fund to the Big Sky Economic Development Trust Fund. In addition, a portion of the total coal severance taxes collected is annually deposited into BSTF.
- Interest earnings only, not principle, from the Big Sky Economic Development Trust Fund are available for financial assistance to local governments and economic development organizations through application to the Department of Commerce.



PURPOSE

(Title 90, chapter 1, part 2, section 2, MCA)

- Create good-paying jobs for Montana residents
- Promote long-term, stable economic growth in Montana
- Encourage local economic development organizations
- Create partnerships between the state, local governments, tribal governments, and local economic development organizations that are interested in pursuing these same economic development goals
- Retain or expand existing businesses
- Provide a better life for future generations through greater economic growth and prosperity in Montana
- Encourage workforce development, including workforce training and job creation, in High-Poverty Counties by providing targeted assistance
- Manufacturing ammunition components is a qualified economic development purpose

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PLANNING PROJECTS



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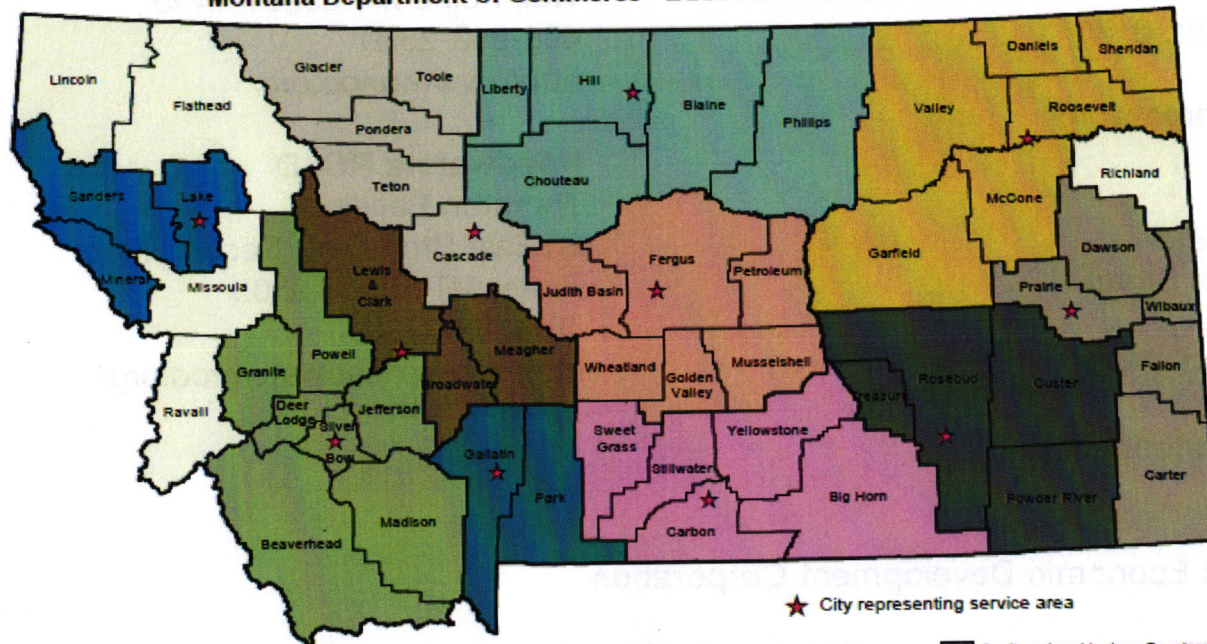
PLANNING PROGRAM REQUIREMENTS

- Eligible Applicants are Certified Regional Development Corporation, Local Development Organizations, or Tribal Governments (90-1-205, MCA)
- Typical award: \$27,000 with local match



Certified Regional Development Corporations (CRDC) Map

CERTIFIED REGIONAL DEVELOPMENT CORPORATION REGIONS
Montana Department of Commerce - Business Resources Division



Bear Paw Development Corporation Havre - (406) 265-9226	Great Northern Development Corporation Wolf Point - (406) 653-2590	Montana Business Assistance Connection, Inc. Helena - (406) 447-1510	Southeastern Montana Development Corporation Coistrip - (406) 748-2990
Beartooth Resource Conservation and Development Area, Inc. Joliet - (406) 962-3914	Headwaters Resource Conservation and Development Area, Inc. Butte - (406) 782-7333	Prospera Business Network Bozeman - (406) 587-3113	Sweetgrass Development Great Falls - (406) 727-5173
Eastern Plains Economic Development Corporation Terry - (406) 698-3255	Lake County Community Development Corporation Ronan - (406) 676-5901	Snowy Mountain Development Corporation Lewistown - (406) 535-2591	Locally Managed

Map by: Census & Economic Information Center, Montana Department of Commerce, 301 S. Park Ave, Helena, MT 59620-0505, (406) 841-2740, email: ceic@mt.gov http://ceic.mt.gov

December 2014 - CRDC_12_14.mxd

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Certified Regional Development Corporations List

Bear Paw Development Corporation

48 Second Avenue, Suite 202

P.O. Box 170

Havre, MT 59501-0170

406-265-9226

<http://www.bearpaw.org>

Beartooth RC&D

110 South Main Street

P.O. Box 180

Joliet, MT 59041-0180

406-962-3914

<http://www.beartooth.org/>

Great Northern Development Corporation

233 Cascade Street

Wolf Point, MT 59201-1409

406-653-2590

<http://www.gndc.org/>

Headwaters RC&D

Thornton Building

65 East Broadway, Second Floor

Butte, MT 59701-9305

406-782-7333

<http://www.headwatersrcd.org/>

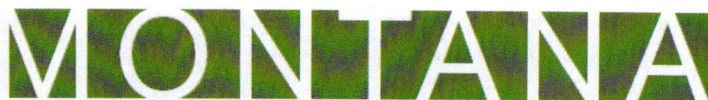
Eastern Plains Economic Development Corporation

P.O. Box 497

Terry, MT 59349

406-698-3255

<http://www.epedc.com/>

The word "MONTANA" is displayed in large, white, sans-serif capital letters. The letters are set against a dark green background that features a subtle, lighter green pattern resembling a field or forest. The logo is positioned on the left side of a horizontal banner that spans the width of the page.

Certified Regional Development Corporations List

Lake County Community Development Corporation
407 Main Street SW
P.O. Box 128
Ronan, MT 59864-0128
406-676-5901
<http://www.lakecountycdc.org/>

Montana Business Assistance Connection, Inc.
225 Cruse Avenue, Suite D
Helena, MT 59601-5011
406-447-1510
<http://www.mbac.biz/>

Prospera Business Network
2015 Charlotte Street, Suite #1
Bozeman, MT 59718
406-587-3113
<https://www.prosperabusinessnetwork.org/>

Snowy Mountain Development Corporation
613 Northeast Main Street
Lewistown, MT 59457-2081
406-535-2591
<http://www.snowymtndev.com/>

Southeastern MT Development Corporation
6200 Main Street
Post Office 1935
Colstrip, MT 59323-1935
406-748-2990
<http://semcdc.org/>

Sweetgrass Development
521 First Avenue Northwest
Great Falls, MT 59404
406-727-5173
<http://www.sweetgrassdevelopment.org/>

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ELIGIBLE ACTIVITIES

- Statute: MCA 90-1-204
 - Support for business improvement districts and central business district re-development
 - Industrial development
 - Feasibility studies
 - Creation and maintenance of baseline community profiles
 - Matching funds for federal funds
- Guidelines: Department of Commerce
 - Administrative expenses
 - 8% support of CRDC



BSTF PLANNING GRANT RANKING CRITERIA

- The application's response to an economic development distress or opportunity and potential for the proposed activity to provide for economic development success
- The potential job creation as a result of the activity
- The potential impact of the proposed activity on the economy of a community, region and/or the state
- Local participation and commitment demonstrated with matching funds, and letters of support (letters of support should be addressed to the committee)
- The community and regional economic need
- Project readiness to proceed immediately upon notification of award

SOURCE: "Big Sky Economic Development Trust Fund, Job Creation and Planning Projects Application Guidelines 2016-2017 Biennium", Montana Department of Commerce.

FUNDING PROCESS



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BSTF INTEREST EARNING PLANNING

FY13	FY14	FY15
\$ 686,285.47	\$ 705,432.29	\$ 749,059.00

FY13-FY15 PLANNING AWARDS

Grantee	Business/Project	(City, County)	BSTF Award
Bear Paw	Missouri River Medical Center PAR	Fort Benton, Chouteau	\$ 26,250
Bear Paw	Port of Wild Horse Feasibility Study	Port of Wild Horse, Hill	\$ 26,250
Beartooth	N Cheyenne Business Complex Arch Designs	Lame Deer, Rosebud	\$ 26,250
Beartooth	Elation, Inc. Arch. Design Imp Plan	Billings, Yellowstone County	\$ 26,250
Beartooth	Yellowstone Co. Ind. Park Feasibility Study	Billings, Yellowstone County	\$ 21,000
Beartooth RC&D	Roosevelt School Redevelopment Feas. Study	Red Lodge, Carbon	\$ 15,750
Beartooth RC&D	Billings Chamber of Commerce Convention Center Feasibility Study	Billings, Yellowstone	\$ 26,250
Beartooth RC&D	Promise Holding Building Expansion	Billings, Yellowstone	\$ 26,285
Beartooth RC&D	GTUIT, LLC Protocol & Training Manual Development	Billings, Yellowstone	\$ 26,250
Beartooth RC&D	Weave Management Economic Impact Study	Billings, Yellowstone	\$ 21,101
Beartooth RC&D	Weave Mgmt. Feas Study	Billings, Yellowstone	\$ 8,350
Beartooth RC&D	Weave Mgmt. Industrial Dev. Grant #2	Billings, Yellowstone	\$ 26,250
Beartooth RC&D	Laurel TIFD Master Plan	Laurel, Yellowstone	\$ 26,250
Beartooth RC&D	MEDA Web Portal	All Counties	\$ 25,463
Beartooth RC&D	BillingsWorks Workforce Council Master Plan	Billings, Yellowstone	\$ 26,250



FY13-FY15 PLANNING AWARDS

Grantee	Business/Project	(City, County)	BSTF Award
Blackfeet Tribe	Broadband Business Plan and Financial Packaging	Glacier	\$ 26,250
BREDD	Neptune Aviation Feas Study	Missoula, Missoula	\$ 21,000
BREDD	Consumer Direct Mgmt Solutions Feasibility Study	Missoula, Missoula	\$ 26,250
BREDD	Missoula County Industrial Lands Assessment	Missoula, Missoula	\$ 26,250
BREDD	Pimlico Feasibility Study	Missoula, Missoula	\$ 17,094
BREDD	Bonner Transportation Plan	Bonner, Missoula	\$ 17,934
BREDD	Mamalode Digital Marketing Plan	Missoula, Missoula	\$ 10,500
BREDD	MT Mobile Processing Co. Marketing Feasibility Study	Missoula, Missoula	\$ 14,569
BREDD	TeraDact Solutions, Inc. Feasibility Study	Missoula, Missoula	\$ 26,250
BREDD	City of Missoula Broadband Feasibility Study	Missoula, Missoula	\$ 26,250
BREDD, Inc.	Omnivore, Inc. Feasibility Study	Missoula, Missoula	\$ 15,750
BREDD, Inc.	Consumer Direct Grant Creek Campus Architecture	Missoula, Missoula	\$ 26,250
BREDD, Inc.	Community Fiber Master Plan #2	Missoula, Missoula	\$ 26,250
BREDD, Inc.	FM, LLC Development Plan	Missoula, Missoula	\$ 26,250
Chippewa Cree Tribe (Rocky Boy Reservation)	Cell Phone Tower Engineering, Planning Docs	Box Elder, Hill	\$ 30,607
Chippewa Cree Tribe (Rocky Boy Reservation)	Middle Dry Fork PER	Box Elder, Hill	\$ 26,250



FY13-FY15 PLANNING AWARDS

Grantee	Business/Project	(City, County)	BSTF Award
EPEDC	Sidney Highway Water Line Extension Feasibility Study	Glendive, Dawson	\$ 26,250
EPEDC	Plevna Schools Property Dev. Feasibility Study	Plevna, Fallon	\$ 15,000
Fort Belknap FBICC	Milk River Ranch P&A Appraisal	Harlem, Blaine	\$ 25,000
Ft Peck Tribes	Old Airport PER	Poplar, Roosevelt	\$ 26,250
GNDC	SCW EA	McCone	\$ 24,850
GNDC	Sand Creek Winds Feas Study	Wolf Point, Roosevelt	\$ 21,000
GNDC	Eastern Coalition	Wolf Point, Roosevelt	\$ 100,000
Headwaters RC & D	Montana Biochar, LLC Feasibility Study	Butte, Silver Bow	\$ 8,000
Headwaters RC&D	Green Venture Enterprises Feasibility Study	Butte, Silver Bow	\$ 24,150
Headwaters RC&D	MERDI Market Analysis	Butte, Silver Bow	\$ 23,363
Headwaters RC&D	Electric Light Bldg PAR	Anaconda, Deerlodge	\$ 17,615
Headwaters RC&D	BSB 40 E Broadway Bldg Feasibility Study	Butte, Silver Bow	\$ 23,511
Headwaters RC&D	BSB Mfg Tech Feasibility Study	Butte, Silver Bow	\$ 26,250
Headwaters RC&D	Anaconda RV Park Master Plan & Feasibility Study	Anaconda, Deer Lodge	\$ 20,475
Headwaters RC&D	Pintler Peaks Brewing Co. PAR	Butte, Silver Bow	\$ 25,735
Headwaters RC&D	Blue Ribbon Pavilion Design Plan	Deer Lodge, Powell	\$ 5,500
Headwaters RC&D	Twin Bridges Community Baseline Profile	Twin Bridges, Madison	\$ 8,000

FY13-FY15 PLANNING AWARDS

Grantee	Business/Project	(City, County)	BSTF Award
KRDC	Libby Call Center	Libby, Lincoln	\$ 17,101
KRDC	Libby Small Sawmill Concept and Schematic Design	Libby, Lincoln	\$ 17,800
KRDC	Libby Hydropower Feasibility Study /PER	Libby, Lincoln	\$ 9,750
KRDC	Grizzly Bear Data Analysis Project	Lincoln County	\$ 26,250
KRDC, Inc.	Rail Park PER	Libby, Lincoln	\$ 24,150
Lake County CDC	Sanders County Technology Initiative Feasibility Study	Thompson Falls, Sanders	\$ 15,750
Lake County CDC	CORE Outdoor Power Feasibility Study	Polson, Lake	\$ 26,250
MBAC	Broadwater Health Assisted Living Feasibility Study	Townsend, Broadwater	\$ 21,000
MBAC	Stonehouse Distillery Marketing Plan	Winston, Broadwater	\$ 3,500
MBAC	IX Power - OrganiClear Feasibility Study	East Helena, Lewis & Clark	\$ 13,860
MBAC	Downtown Helena BID Master Plan	Helena, Lewis and Clark	\$ 26,250
MBAC	KJ'n Ranch Lamb & Sheep Creamery Feasibility Study	Helena, Lewis & Clark	\$ 12,190
MBAC	CTA Energy Division Feasibility Study	Helena, Lewis & Clark	\$ 26,250
MBAC	Int'l Biomass Electrical PER	Helena, Lewis & Clark	\$ 44,677
MBAC	Broadwater Healthcare Feasibility Study	Townsend, Jefferson	\$ 26,250



FY13-FY15 PLANNING AWARDS

Grantee	Business/Project	(City, County)	BSTF Award
MT West	Kalispell Rail Park Industrial Dev.	Kalispell, Flathead	\$ 31,500
MT West	City of Kalispell Market & Feasibility Study	Kalispell, Flathead	\$ 31,500
MWED	SmartLam, LLC Feasibility Study	Columbia Falls, Flathead	\$ 30,000
Prospera	City of Livingston PER	Livingston, Park	\$ 26,250
Prospera	Montana Maltings Market Research Report	Manhattan, Gallatin	\$ 5,000
Prospera	Gardiner Chamber Welcome Conceptual Design	Gardiner, Park	\$ 15,750
Prospera	Big Sky TEDD	Big Sky, Gallatin/Madison	\$ 26,250
Prospera	MT Maltings	Manhattan, Gallatin	\$ 4,750
Prospera	Oracle Film Feasibility Study	Bozeman, Gallatin	\$ 26,250
Prospera	Simms PAR/PER	Bozeman, Gallatin	\$ 26,250
Prospera	Community Fiber Optic Network Master Plan	Bozeman, Gallatin	\$ 26,250
Prospera	Livingston Branding Campaign	Livingston, Park	\$ 15,750
Prospera	Gardiner Gateway PER	Gardiner, Park	\$ 57,750
Prospera	GCR Business and Mfg Plan	Bozeman, Gallatin	\$ 3,597
Prospera	Micro-Mfg Study	Bozeman, Gallatin	\$ 26,250
Prospera	Liberty Place Feasibility Study PAR	Whitehall, Jefferson	\$ 14,700
Prospera	City of Bozeman North Park Properties PER	Bozeman, Gallatin	\$ 17,500
Prospera	Geyser Farms	Livingston, Park	\$ 2,995
Prospera	One Montana Feasibility Study	Bozeman, Gallatin	\$ 26,250

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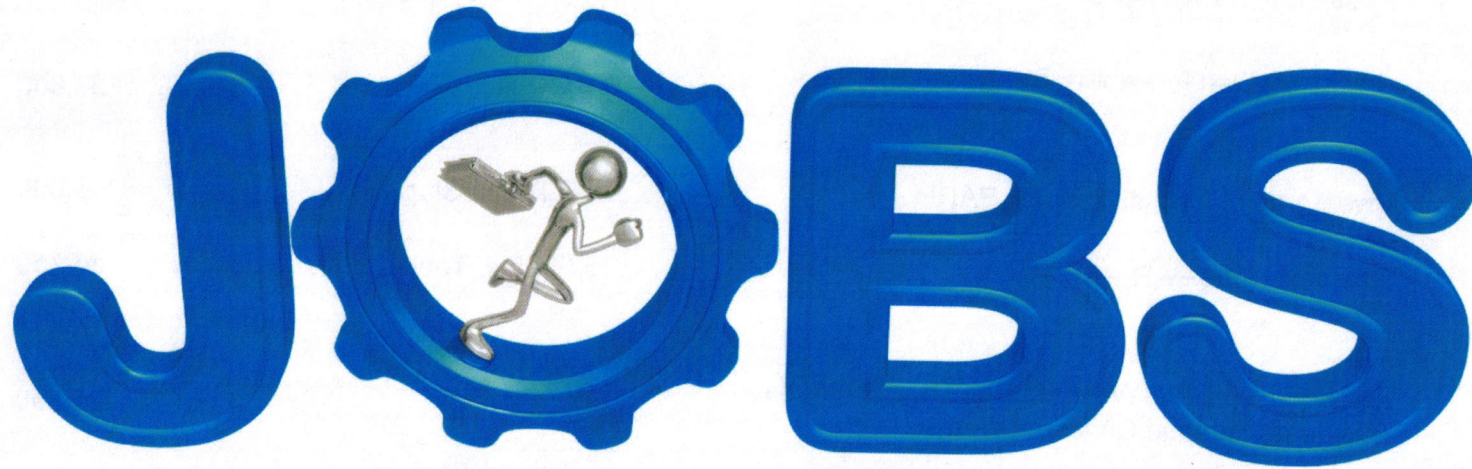


FY13-FY15 PLANNING AWARDS

Grantee	Business/Project	(City, County)	BSTF Award
RCEDA	Ravalli County PER/TEDD	Hamilton, Ravalli	\$ 18,900
SMDC	Ross Fork Trestle PER	Lewistown, Fergus	\$ 26,250
SMDC	City Lewistown Feasibility Study Conference Center	Lewistown, Fergus	\$ 37,800
Sweetgrass	Sweetgrass Physical Therapy PAR	Cut Bank, Glacier	\$ 5,000
Sweetgrass	Rainbow Hotel PAR, etc.	Shelby, Toole	\$ 15,750
Sweetgrass	Blackfeet Health & Wellness Feasibility Analysis, Business Plan and Concept Design	Browning, Glacier	\$ 26,250
	TOTAL		\$ 1,994,371



JOB CREATION PROJECTS



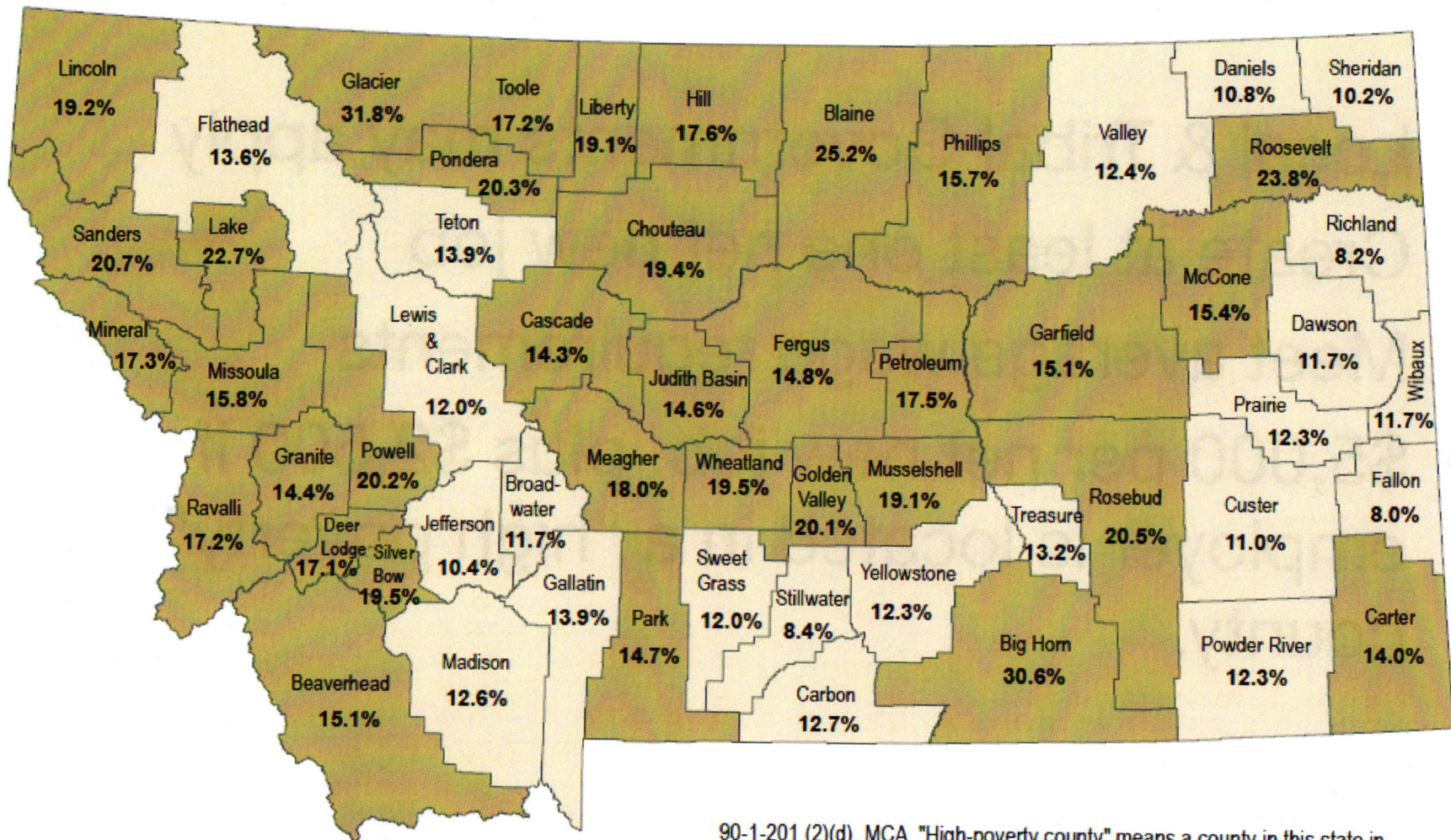
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PROGRAM REQUIREMENTS

- Local & Tribal Governments may apply
- Create at least one net new job
- Meet average wage requirements
- \$5,000 per net new job, plus \$2,500 if employer is located in a “high poverty” county.

POVERTY MAP



90-1-201 (2)(d), MCA "High-poverty county" means a county in this state in which 14% or more of people of all ages are in poverty as determined by the U.S. Census Bureau estimates for the most current year available.

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ELIGIBLE ACTIVITIES

- Reduction in the interest rate of a commercial loan
- Grant or low interest loan for relocation expenses
- Rental assistance or lease buy-downs for a relocation or expansion project
- Grant or Purchase of Land, Building or Equipment
- Wages of Net New Employees
- Construction Materials
- Employee Training



BSTF INTEREST EARNING JOB CREATION

	FY13	FY14	FY15
Location			
Number			
Quality			
	\$ 2,058,856.40	\$ 2,116,296.88	\$ 2,247,176.99

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FY13-FY15 JOB CREATION AWARDS

<http://svc.mt.gov/doc/publicreporting>

Grantee	Business/Project	(City, County)	BSTF Award	Proposed Jobs	Paid On
BSEDA	All American Pharmaceutical	Billings, Yellowstone	\$ 170,000	34	0
BSEDA	Northwest Scientific, Inc.	Billings, Yellowstone County	\$ 60,000	12	8
Butte Silver Bow	Imperium Tool	Butte, Silver Bow	\$ 15,000	2	1
City of Bozeman	Montana Instruments Corporation	Bozeman, Gallatin	\$ 127,500	17	0
City of Bozeman	Apttus Corp.	Bozeman, Gallatin	\$ 385,000	77	27
City of Great Falls	Calumet Montana Refining, LLC	Great Falls, Cascade	\$ 150,000	20	20
City of Great Falls	ADF International #2	Great Falls, Cascade	\$ 151,200	35	35
City of Great Falls	Emteq #2	Great Falls, Cascade	\$ 598,400	80	0
City of Great Falls	ADF International #1	Great Falls, Cascade	\$ 832,500	111	89
City of Hamilton	Applied Training Resources, Inc. (ATR)	Hamilton, Ravalli	\$ 240,000	32	0
Custer County	Sanjel (USA) Inc./Optiblend Industries, Inc.	Miles City, Custer	\$ 397,500	53	48

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FY13-FY15 JOB CREATION AWARDS

<http://svc.mt.gov/doc/publicreporting>

FCEDA	ZaneRay Group, Inc.	Whitefish, Flathead	\$ 67,350	10	9
FCEDA	SmartLam, LLC	Columbia Falls, Flathead	\$ 217,500	29	29
FCEDA	Nomad GCS	Columbia Falls, Flathead	\$ 652,500	87	32
FCEDA	Mtn Meadow Herbs	Somers, Flathead	\$ 37,500	5	6
FCEDA	Integrated Security Solutions, Inc.	Kalispell, Flathead	\$ 60,000	10	9
Fergus County	Spika Welding & Mfg., Inc.	Lewistown, Fergus County	\$ 40,000	8	8
Lincoln County Port Authority	LiV Golf Cars, Inc.	Libby, Lincoln	\$ -	22	Expired
Missoula County	Blue Marble Biomaterials	Missoula, Missoula	\$ 670,272	96	7
Missoula County	Film Spur, LLC	Missoula, Missoula	\$ 112,500	15	4
Missoula County	Rivertop Renewables	Missoula, Missoula	\$ 270,000	36	0
Missoula County	LGT Sustainable Energy Systems, Inc.	Lolo, Missoula	\$ 547,500	73	0
Missoula County	Nutritional Laboratories Int'l	Missoula, Missoula	\$ 412,500	55	27
Missoula County	Submittable, Inc.	Missoula, Missoula	\$ 112,500	15	10

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FY13-FY15 JOB CREATION AWARDS

<http://svc.mt.gov/doc/publicreporting>

Missoula County	ATG, Inc. #2	Missoula, Missoula	\$ 172,500	23	8
Missoula County	Alcom, LLC	Missoula, Missoula	\$ 742,500	99	64
Missoula County	Western Montana Mental Health Center (WMMHC)	Missoula, Missoula	\$ 75,000	10	10
Missoula County	MT Mapping and GPS	Missoula, Missoula	\$ 221,600	40	14
Ravalli County	Bitterroot Tool & Machine	Stevensville, Ravalli	\$ 69,000	10	10
Town of Stevensville	B.E. Forest Products	Stevensville, Ravalli	\$ 222,750	30	7
TOTALS			\$ 7,830,572	1,146	475

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Innovations

The Big Sky Economic Development Trust Fund (BSTF) Program has completed its Administrative Rule process. The revised guidelines were officially adopted on October 30, 2015. The major changes include the following:

- Basic Sector has been expanded to include business with a focus on out-of-state markets and clients.
- Wages are now an eligible reimbursable expense for Job Creation Projects.
- Implemented one year contracts for Job Creation Projects with the option to extend it if the business is meeting its hiring goals.
- Staff will be contacting the businesses on a monthly basis to help deploy resources more timely.
- The final guidelines are available on the BSTF website at www.bstf.mt.gov. Apply at www.fundingmt.org.

TIMELINE

- August, 2015 – Guidelines streamlined
- 8/31/15 ARM Filed with SOS
- 9/10/15 – ARM Notice Published
- 9/30/15 – ARM Hearing Held
- 10/8/15 – Comment Period Ended
- 10/19/15 – Comments Submitted to SOS
- 10/30/15 – Guidelines Effective



PRIMARY SECTOR WORKFORCE TRAINING GRANT PROGRAM

Economic Affairs Interim
Committee Meeting

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OUTLINE OF WORKFORCE TRAINING GRANT PROGRAM

- Overview
- Program Requirements
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FUNDING PROCESS



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FUNDING LEVELS

Biennium	Appropriation	Number of Jobs	Cost per Job
FY07	\$2,800,000	1,158	\$2,293
FY09	\$7,994,900	1,397	\$4,720
FY11	\$5,001,926	1,484	\$3,089
FY13	\$2,000,000	353	\$4,855
FY15	\$1,200,000	160	\$4,815

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FY 2016 AWARDS

Grantee	Location	Award Amount	Date of Award	Number to be Trained	Leverage/Match
Advanced Technology Group (ATG)	Missoula	\$ 60,000.00	6/25/2015	12	\$1,504,000
Elixiter, Inc.	Bozeman	\$ 30,000.00	9/9/2015	6	\$235,000
Bacterin International, Inc.	Belgrade	\$ 65,000.00	9/25/2015	13	\$777,913
Simms Fishing Products, LLC	Bozeman	\$ 40,000.00	10/8/2015	8	\$3,665,803
Pioneer Aerostructures, LLC	Helena	\$ 75,000.00	10/6/2015	16	\$3,585,060
Transco Railcar Repair Inc.	Miles City	\$ 275,000.00	10/30/2015	55	\$290,000
Alpine Precision	Libby	\$ 47,860.00	12/4/2015	10	\$517,140
Columbia Pacific LLC	Missoula	\$ 70,000.00	11/4/2015	15	\$252,860
2016 Totals		\$ 662,860.00		135	\$10,827,776

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PLANNED VISITS

FY 2016 On-Site Community Outreach

Big Timber

Billings

Bozeman

Browning

Butte

Choteau

Darby

Dillon

Gardiner

Glendive

Great Falls

Hamilton

Helena

Hot Springs

Kalispell

Lewistown

Libby

Livingston

Malta

Miles City

Missoula

Noxon

Plains

Red Lodge

Seeley Lake

Shelby

St. Regis

Terry

Thompson Falls

Townsend

Troy

White Sulpher

Springs

Whitefish

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ACCOMPLISHMENTS

- Outreach: In FY 2016 (July 2015 – today) staff have visited dozens of communities.
 - Averaging 20 outreach events each month;
 - Average award \$82,800;
 - Pending application
 - to train 80 net new jobs
 - exceeds the WTG fund balance by \$197,000.



OUTREACH

- Quarterly reports
- Monthly check-ins
- Outreach team
- Media monitoring
- MEDA once a month
- Future targeted training: Hamilton, Townsend, Miles City, Malta, Darby, Deer Lodge

Thank you!

SEAN BECKER

Administrator

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DEVELOPMENT
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<http://www.MarketMT.com>

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